



# CORPORATE PRESENTATION THIRD QUARTER 2021



September | 2021

# RETAIL PLATFORM IN LATIN AMERICA



7 COUNTRIES



FASHION &  
ELECTRONICS



SUPERMARKETS



HOME IMPROVEMENT



FINANCIAL SERVICES



MARKETPLACE



REAL ESTATE

US\$13.6bn

3Q21 LTM Total Revenues

US\$3.5bn

3Q21 LTM GMV<sup>1</sup>

44% YoY

3Q21 LTM GMV 1P Growth

27% YoY

3Q21 LTM GMV 3P Growth

US\$6.1bn

3Q21 Gross Loan Book<sup>2</sup>

4.7mn

Active Credit Cards

508 stores

Three Retail Formats

US\$1.9 bn

3Q21 LTM EBITDA

Source: Company filings

Note: All financial figures as of September 2021. All dollar figures are calculated based on the observed exchange rate as of October 1<sup>st</sup>, 2021 (811,9 CLP/US\$).

<sup>1</sup> GMV includes sales through online channels for Department Stores in Chile, Peru, Argentina & Colombia; Home Improvement in Chile, Peru, Argentina, Brazil & Uruguay; Supermarkets in Chile & Peru and Linio.

<sup>2</sup> Includes Banco Falabella Chile, Banco Falabella Peru, Banco Falabella Colombia and CMR Argentina

# REGIONAL FOOTPRINT

FALABELLA

							
FALABELLA RETAIL	46 Stores 312,678 sqm	31 Stores 191,897 sqm	26 Stores 189,791 sqm				
HOME IMPROVEMENT	84 Stores 755,179 sqm	56 Stores 385,217 sqm	40 Stores 385,990 sqm	7 Stores 72,207 sqm	53 Stores 177,060 sqm	4 Stores 33,619 sqm	8 Stores 85,784 sqm
SUPERMARKETS	69 Stores 205,584 sqm	84 Stores 277,681 sqm					
FINANCIAL SERVICES	2,685,085 active credit cards	899,987 active credit cards	1,133,507 active credit cards				200,348 active credit cards
REAL ESTATE	27 malls 1,584,297 sqm GLA	15 malls 605,439 sqm GLA	4 malls 166,154 sqm GLA				

## MIX BY COUNTRY (LTM)



**Chile**  
64% revenue  
77% EBITDA

**Argentina**  
2% revenue  
1% EBITDA

**Peru**  
25% revenue  
17% EBITDA

**Brazil**  
2% revenue  
2% EBITDA

**Colombia**  
6% revenue  
3% EBITDA

**Uruguay**  
<1% revenue  
<1% EBITDA

## MIX BY BUSINESS (LTM)



**Home Improvement**  
US\$ 5.2 billion revenues

38% Revenue  
36% EBITDA



**Financial Services**  
US\$ 6.1 billion Loan Book

10% Revenue  
22% EBITDA



**Fashion & Electronics**  
US\$ 4.0 billion revenues

30% Revenue  
18% EBITDA



**Real Estate**  
3.3 million sqm of GLA<sup>3</sup>

3% Revenue  
15% EBITDA













**Supermarkets**  
US\$ 2.5 billion revenues

19% Revenue  
9% EBITDA

1. All figures as of September 2021.
2. Mix by Country and Mix by Business as of September 2021. Segment 'Colombia' and 'Home Improvement' does not include Sodimac Colombia which we do not consolidate. EBITDA Breakdown does not consider adjustments and eliminations.
3. Includes 1,030,000 m2 of additional GLA in standalone stores in the region also owned by Falabella.

# LEADERSHIP POSITION



MARKET POSITION <sup>1</sup>	 Fashion & Electronics Revenue MMUS\$	 Home Improvement Revenue MMUS\$	 Supermarkets Revenue MMUS\$	 Financial Services Credit cards	 Real Estate Footprint
 CHILE	2,560 #1	3,810 #1	1,198 #4	2,685,085 #1	27 Shopping Centers GLA 1.6 million sqm #1
 PERU	837 #1	925 #1	1,338 #2	899,987 #1	15 Shopping Centers GLA 0.6 million sqm #2
 COLOMBIA	518 #1	1,253 #1		1,133,507 #4	4 Shopping Centers
 ARGENTINA		117 #2			
 BRAZIL		284 #4			

## Sustainability Milestones

### Sodimac opened its renovated corporate headquarters

- The building is 100% supplied by renewable energy which included a solar panel park over its parking lots, one of the largest private parks in the country. It also installed charging points for electric vehicles and progressed towards the goal of installing 30 by 2023.

### Falabella launches “Viste + Verde que Ayer” (Dress Greener than Yesterday)

- The objectives of the campaign include increasing sustainability within the fashion industry and educating people about the importance of materials.

### I’m Remarkable

- We are the first company in Latin America to be certified in the #TrainTheTrainers program of the “I’m Remarkable” initiative organized by Google that seeks to empower women and other under-represented groups to celebrate their achievements in the workplace.

### Awards and recognition

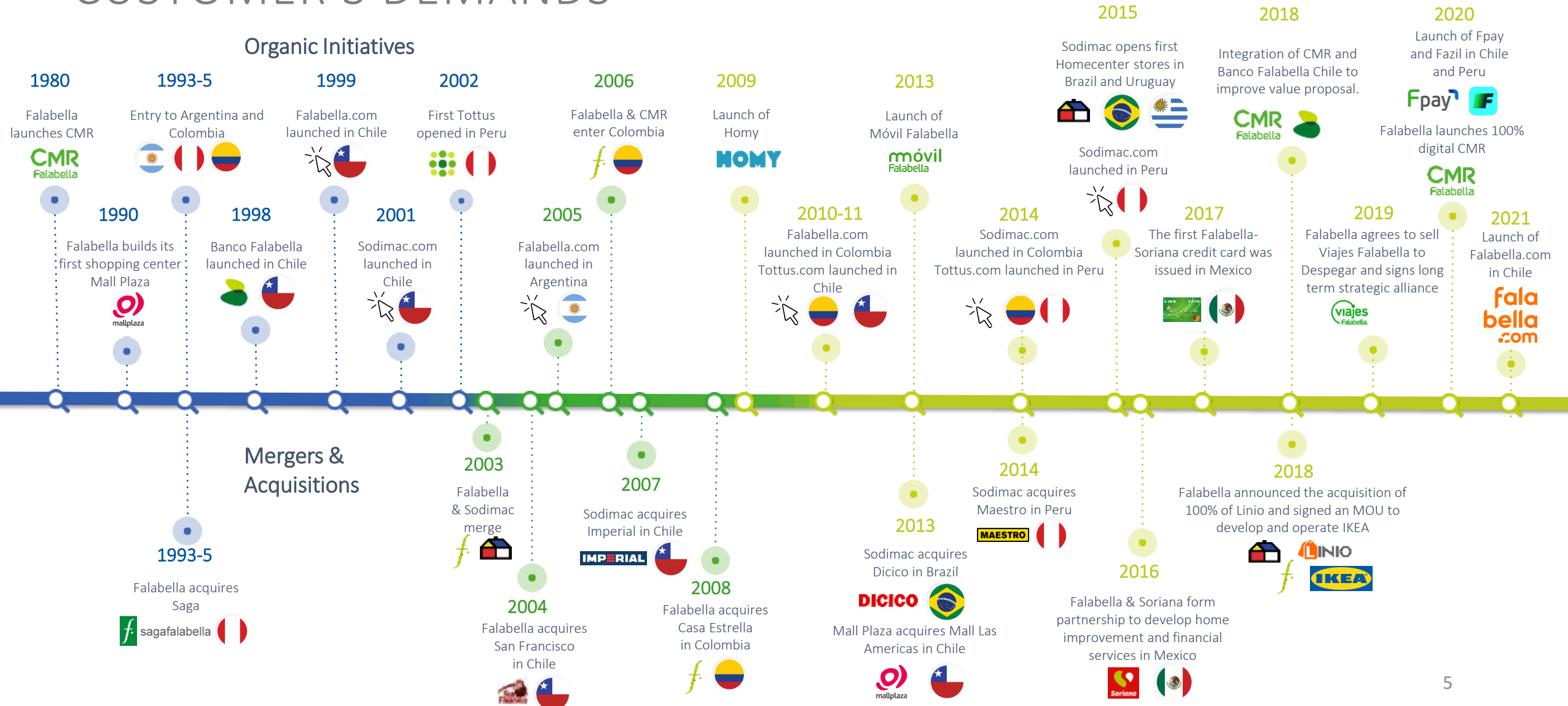
- During August, Falabella Retail was awarded the Most Innovative Retailer prize at the Retail Hall of Fame Chile 2021. This event was organized by America Retail and sponsored by the Santiago Chamber of Commerce (CCS).

1. Marketshare figures are measured in terms of revenues from January as of June 2021, according to the public information of our peers. market positioning Financial Services as of May 2021. FX rates as of October 1<sup>st</sup>, 2021 (811,9 CLP/US\$).  
2. Note: Revenue figures for retailers as of LTM ending on September 2021.

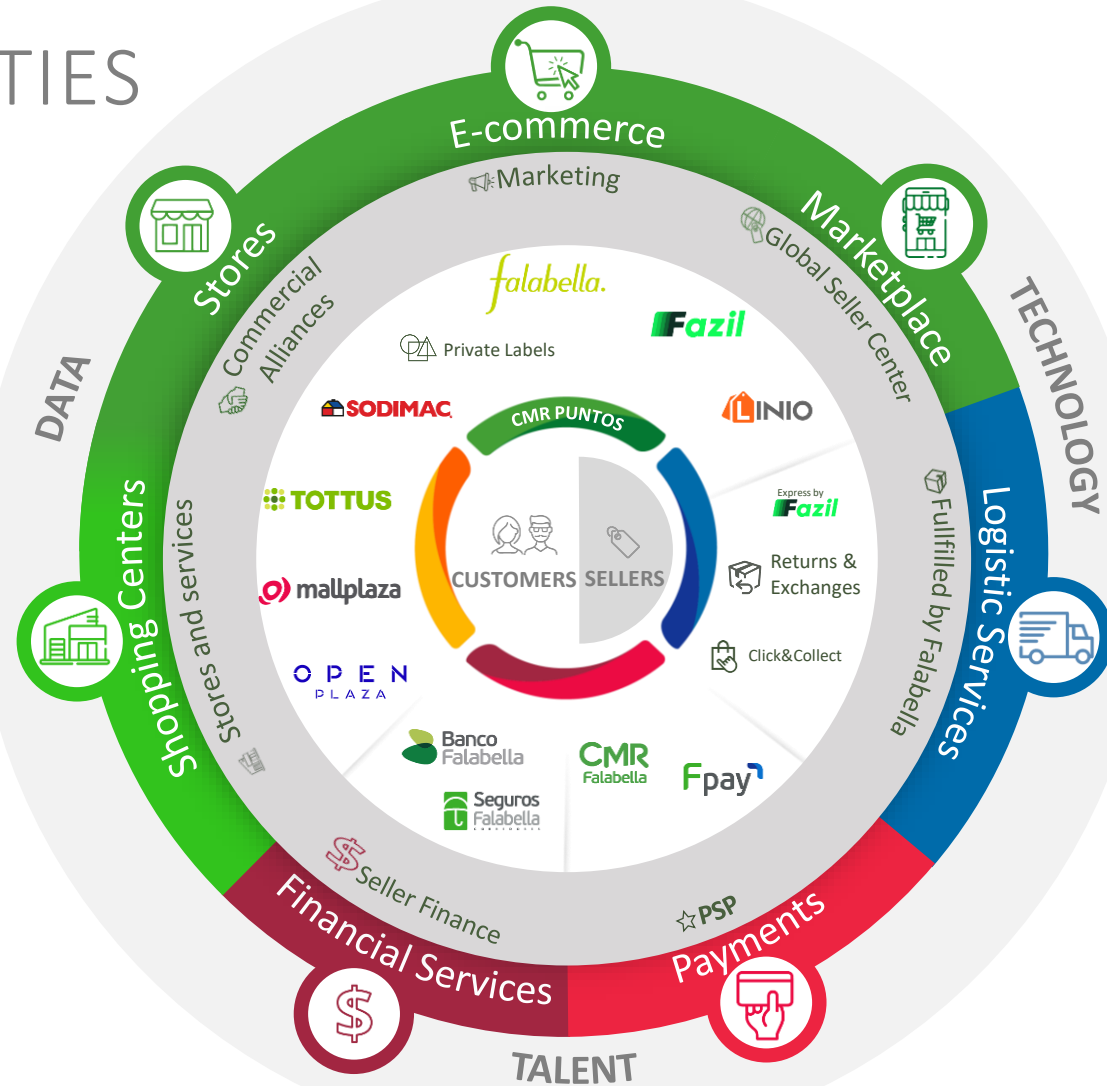
# CONSTANTLY EVOLVING TO MEET OUR CUSTOMER'S DEMANDS

FALABELLA

## Organic Initiatives



# STRENGTHENING OUR OMNICHANNEL CAPABILITIES



# OUR STRATEGIC PRIORITIES



01

Differentiated  
Value  
Proposition



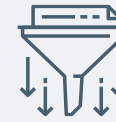
02

Scaling Up  
Logistics  
And Fulfillment



03

Financing and  
Payments



04

Data Analytics  
and Business  
Intelligence



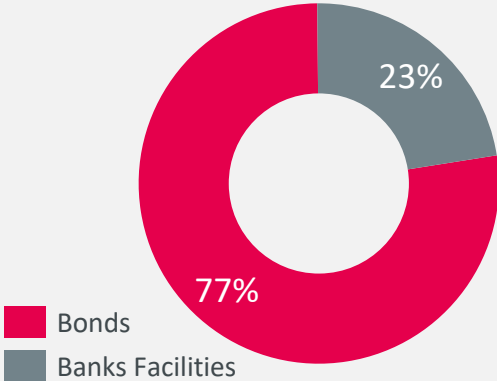
05

Technological  
Platform  
Development

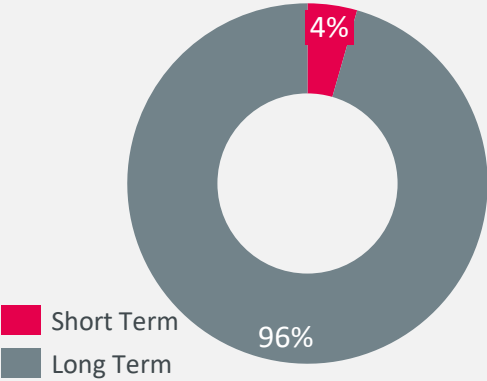
Building a digital ecosystem leveraged on our unmatched physical assets

# STRONG FINANCIAL POSITION

Debt By Creditor  
w/o Banking Operations

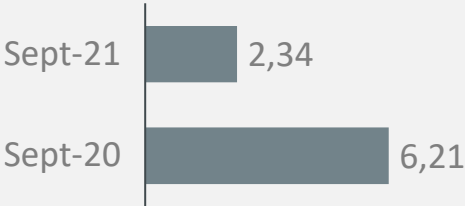


Debt By Maturity  
w/o Banking Operations



US\$ 4,273 MM  
Financial Debt w/o Banks

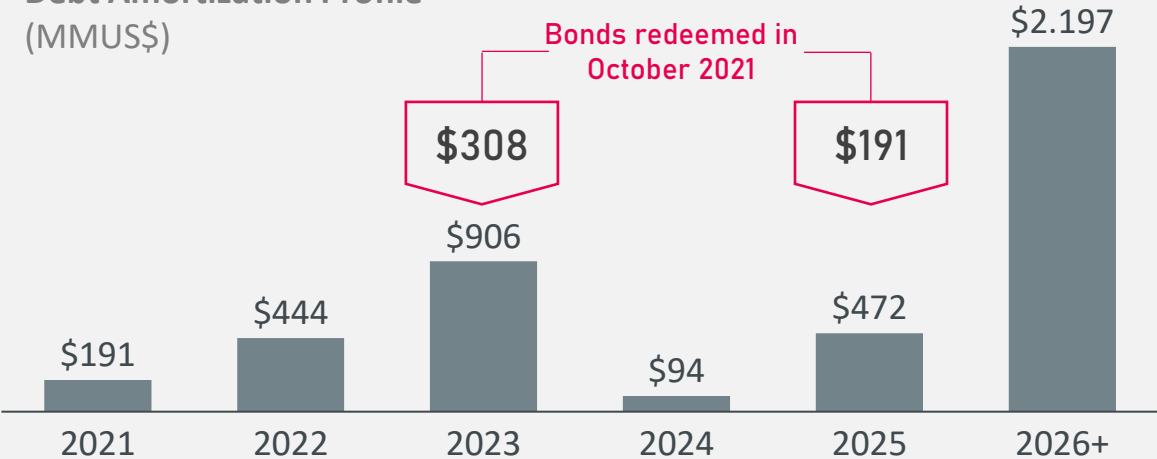
Net Financial Debt/Ebitda (times)  
w/o Banking Operations



Net Leverage (times)  
w/o Banking Operations



Debt Amortization Profile  
(MMUS\$)





# FOSTERING AN ENTREPRENEURIAL CULTURE DRIVEN BY OUR VALUES



## ONE FALABELLA TEAM

Exceed  
customers'  
expectations



Make things  
happen



Meritocracy



Purposeful  
actions





Investors.falabella.com  
Inversionistas@falabella.cl



September | 2021